



07.2023

To: Buyers/Buyer's Mandate

### SOFT CORPORATE OFFER

We, "SHIRVAN OIL REFINERY" a reputable and one of the largest refinery and producer of petroleum products in the Azerbaijan with full legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated below.

We hereby confirm our readiness, willingness and ability to execute a Sales and Purchase Agreement with the below terms and procedures with your company.

#### PRODUCTS

PRODUCT	GAS OIL D2 DIESEL NON-RUSSIAN
GRADE	GOST 305-82
QUANTITY	50,000 - 500,000 MT
PRICE	FOB - \$350 Gross / \$330 Net ---CIF - \$370 GROSS/ \$350 NET
VESSEL TANKER	TBA

PRODUCT	LIGHT CYCLE OIL (LCO) NON-RUSSIAN
GRADE	GOST 56871-2016
QUANTITY	50,000 - 500,000 MT
PRICE	FOB - \$360 Gross / \$340 Net ---CIF - \$380 GROSS/ \$360 NET
VESSEL TANKER	TBA

PRODUCT	DIESEL FUEL EURO 5/6, EN590 NON-RUSSIAN
GRADE	GOST 32511-2013
QUANTITY	50,000 - 500,000 MT
PRICE	FOB - \$360 Gross / \$340 Net ---CIF - \$380 GROSS/ \$360 NET
VESSEL TANKER	TBA

PRODUCT	ULTRA-LOW-SULFUR DIESEL ULSD, ASTM D975 NON-RUSSIAN
GRADE	2-D S15 / 1-D S15, 10 PPM
QUANTITY	50,000 - 500,000 MT
PRICE	FOB - \$360 Gross / \$340 Net ---CIF - \$380 GROSS/ \$360 NET
VESSEL TANKER	TBA

PRODUCT	FUEL OIL VIRGIN NON-RUSSIAN
GRADE	D6
QUANTITY	200,000,000 – 800,000,000 GALS
PRICE	FOB \$0.9 GROSS/ \$0.7 NET ---CIF - \$1.1 GROSS/ \$0.9 NET
VESSEL TANKER	TBA

PRODUCT	AUTOMOTIVE GAS OIL NON-RUSSIAN
GRADE	AGO
QUANTITY	50,000 - 500,000 MT
PRICE	FOB - \$360 Gross / \$340 Net ---CIF - \$380 GROSS/ \$360 NET
VESSEL TANKER	TBA

PRODUCT	FUEL OIL CST NON-RUSSIAN
GRADE	180/280/380
QUANTITY	50,000 - 500,000 MT
PRICE	FOB - \$360 Gross / \$340 Net ---CIF - \$380 GROSS/ \$360 NET

#### ŞIRVAN NEFTİ AZƏRBAYCAN

Biz Azərbaycan Respublikasında aparıcı, müstəqil və şaquli inteqrasiya olunmuş neft şirkətlərindən biriyik.



**F.O.B. FREE ON BOARD ROTTERDAM & HOUSTON PORT:**

1. Upon acceptance of seller's Offer, buyer issues Purchase Order (ICPO) and Tank Storage Agreement.
2. Upon acceptance of buyer ICPO/TSA, Seller issues Commercial Invoice for buyer's review and signing.
3. Buyer signs the commercial invoice and returns to seller, the signed, seller issues the POP Documents as shown below:

- -Q&Q Report
- -Ullage Report
- -Clean-on-board Ocean Bill of Lading/Q88
- -Export License
- -Cargo Manifest

4. Upon Buyer confirmation of the above POP on the arriving loaded vessel, buyer provide below Tank details within 3 days to enable seller commence Injection once the Vessel is moored.

- -TANK RECEIPT valid for 5days (Minimum)
- -Notice of Readiness issued by Storage Tank Company
- -AUTHORITY LETTER TO VERIFY / INJECT

5. Upon vessel arrival at Buyer's nominated port, Vessel Captain shall Berth the Vessel at the Buyer Tank Terminal for Injection process to take place, and upon completion of Injection into buyers Tank, the SGS inspectors team will be invited for carrying out the DIP TEST Q and Q. \* NCNDA/IMFPA is signed by the involved parties.
6. Upon successful Q and Q including Dip Test, BUYER pays for product by Wire Transfer / Swift MT-103 into the Seller's account.
7. Seller releases original POP documents in buyer's name and Trans-loading commences.
8. Pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months FOB Rotterdam contract upon completion of the first trial order.

**NOTE:** The ICPO/LOI must be in buyer's letterhead with authorized signatory and stamp. It is mandatory that the document carries the buyer's bank and bank officer's contact information. The names and positions of the Company representative signing the LOI/ICPO must be clearly indicated. Otherwise, the document has no legal value; the documents must be fresh (recent date – the most 3 days old max.) The letterhead of the Company requesting the commodity must correspond to the Bank Account Holder on the banking information provided.

The ICPO must be addressed to the seller and must carry the seller's approved procedures as shown above. If your documents do not pass these verification points, please discuss them with your Buyers and get them corrected. This will save time in our process.

We look forward to a successful business relationship with your esteemed company.

Mr. Boyukkishi Mustafayev,  
Chairman of The Board, Deputy  
SHIRVAN OIL REFINERY  
07.2023



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